Growing Cotton Trade of Nashville.

Its Development From Year to Year.

The Cotton Exchange.

"Futures," and the Results.

Anyone can see at a glance that Nashville is the natural emporium for the cotton product of Middle Tennessee and North Alabama. Its geographical situation, its banking facilities and its position with reference to New York, make it such. But it requires more than nature and accident to build up a trade. It requires energy, business tact, time and competition. It requires honorable men.

Very little has ever been published about the cotton fraternity of Nashville, and we know that some points about this body of men cannot fail to interest many of our readers. We have taken a rough census of them, with the following result: There are at present twenty-eight of the most substantial firms to be found in the business directory of Nashville, who handle cotton on a considerable scale. Many others receive small lots of cotton from the country in the course of their dealing in other commercialglines, but most of all the cotton that comes here is consigned to five houses that we could name.

There are thirteen houses devoted exclusively to cotton. Some of the largest however, combine groceries or produce with their cotton business. Of those dealing also in groceries we notice that there are eight, and in produce, three. There are seven factors proper, or houses that devote themselve to receiving and selling on commission, eight buyers and shippers and three or more brokers. There are two houses confined to storage, which is an important item in the trade. .

The individuals of the above firms number about sixty men, and they constitute the cotton fraternity, which has been increased in numbers and leapital gradually for the past seven or eight years. For the benefit of those who have a wholesale contempt for "middle men," we will say that our colton men are for the most part Southern men, men that have grown up, so to speak, with their clothes covered with lint. and, therefore, men who know what they are about when trading in the snowy staple. class, they are a set that can't be beat, "There isn't a board in any market more careful of the interests of their customers, a large proportion of whom are actual pro-

der their auspices has been a source of sands of hogsheads of tobacco passing much gratification. Nothing indicates it through our streets on their way to Louismore satisfactorily than the receipts from year to year. The receipts were:

Last year.....101,614 | take Year before..... 67,627 Year before that..... 55,935

Last year was the most prosperous ever known. Our merchants won laurels to rest on during this year, and the drouth of last summer promised to give them a rest. The estimate of the receipts at this point from the crop gathered last fall was then commonly put down at 50,000 bales. But it will be seen that they are already quite that much, and the daily receipts are still liberal. Up to this time last year they were, in round numbers, 80,000 bales, and the year before 52,000 bales. It is now a question whether our receipts will not reach what they were year before last. It is the opinion of some of the best judges, however, that, from this time on, they will be very light, much below what has been usual after this date. The falling off has already set in at most of the Southern markets, indicating that the bulk of the crop has been marketed much earlier than ever

Our cotton men have had leisure this year to provide a convenience, which they now consider judispensible and the need of which had been long felt, i. e. the COTTON EXCHANGE.

It has been in operation since September last and has proved a most excellent thing. substantially the cotton interest of the city. The difference wrought by the establishment of this institution is that, whereas the cotton trade was carried on in semi-darkness before, now it flourisheth in

venience, which was much discussed about other places to find a market for their tothe beginning of the current trade year, and which we hope to see established ere long. We refer to the union warehouse that flow from this trade, the business comand compress, the object of which, like munity must put its shoulders to the wheel that of the grain elevator, is to save expense in handling. This is all our cotton business now lacks of perfect development. | fifty dollars' worth of tobucco seed to plant-A contract for its construction has been proposed by our merchants to the railroad companies concerned, but it has not been signed by the latter, though it was virtual-

Speaking of our Cotton Exchange, we recall with pride a paper gotten up by the Committee on Statistics and Information in the early days of January. The outlook was then, to many, as blue as indigo, but they got up a brightside estimate of the crop, which was sneered at in New York and by the bears everywhere, but which has been for some time in a fair way to prove a true prophecy. It was an unostentatious effort, but it was a .floodthat might have passed through our channels at the low and ruinous figures of that have been if that bearish delusion of a maximum crop had deprived Nashville of North and South Carolina, indeed we are what she has gained by holding.

North and South Carolina, indeed we are parently endless list of articles that are deand in detail, is increasing with marked

the city would be incomplete without some highest character. These mills are providone's eyes can gaze upon even during the ladder that the city would be incomplete without some highest character. These mills are providone's eyes can gaze upon even during the to admit dimirished sales for 1874 as in reference to a recent innevation—dealing ed with the best machinery known, are, in in futures. The customers of our mer- fact, equipped in full-keeping with the visitor must confess to himself that the ap- with Webb, Scoggins & Co., as their sales chants have been at this during the current | progressive demands of the age, and we year on a very extensive scale. Obliged that they are complete in every respect. Five to sell when prices were most depressed, pairs of French buhr siones, each four to sell when prices were most depressed, pairs of French bulk stones, each four of the house are kept upon the road, look- 25 per cent. greater than for any previous and believing firmly that the market would and a half feet is diameter are run, and ing after the trade, which extends very genultimately advance, they made contracts on also in use a Throop's patent grain cleaner Kentucky, and as far South as Carters month. Such a condition of affairs cera pretty large scale for futures. By this and smut machine, and C. B. Hutchinson's ville, Georgia, and nearly to Montgomery,

Within the past two or three weeks a lit-tle practice in futures has sprung up also provided with a Vandegrift suction is retained to this city despite the efforts among our merchants. We allude to the light grains of wheat that may escape the "System" seems selling of imaginary bales of cotton at fu- action of the machines above named. ture prices, the unlucky man to pay the | The Jackson Mills owe their popularity fortunate party the difference in money to the uniformity which characterizes their when the time specified arrives and the tained by a careful inspection and selection price traded upon is known. No actual, of grain, and close watchfulness on the "materialized," bales are required in these part of the miller in charge, and this popuwill stop it.

THE COTTON WAREHOUSE BUS-INESS.

This firm is composed of J. E. Gilbert

Glibert, Parkes & Co. as Represent atives of It.

and Leonard Parkes, and is doing a regular cotton commission business, Nos. 57 19 South College street. The firm of Gilbert, Parkes & Co. was rganized in the year 1866, and entered etermination to build up a large business and to increase that department of trade. They endeavored to increase and encourage the production of cotton by assisting the farmer to raise his crop, and have reaped their reward by a con-tinued growth of business which has beome solid and profitable; they have purmed this course refusing all speculations both in "spot" cotton's and "futures," thus ing their business on a sate basis, nd entirely removed from everything speculative, and filling a position between bayer and seller that enables complete justice to be done to each without sacrificing the nterests of any. They have added largely to the cotton receipts of the city by pushing their trade in sections heretofore claimed by other markets, and every trade has been nefitted thereby.

Their receipts for the past three years have been about one sixth of the entire receipts of the market. Their warehouse is arge and commodious, having been built specially for cotton business, and is con sidered by insurance men one of the best risks from fire that we have in this line-ar item certainly worth the consideration of

The gentlemen composing the firm of Gilbert, Parkes & Co. are well known, not to this community only, but to the cotton roducers and buyers of the country. Mr. Leonard Parkes is President of the Nashville Cotton Exchange, and the influence of the firm is felt in nearly every transacion that is made in the great staple in this market. Prudent and careful, thorough business men, they seem determined to create, if possible, a greater renown for Nashville as a cotton market than it has

Gilbert, Parkes & Co. are also agents for be celebrated Gullett's Steel Brush Coton Gins, the improved Carver Cotton Gins, the new light-running Cotton-Bloom Cot on Gins, and Hall's Self-feeding Cotton ins, all of which have made a reputation i this State, unsurpassed. By the use of hese gins the farmer increases the value of is cotton fully one cent per pound, and the importance of procuring every dollar we possibly can for our produce should inuce the ginners of cotton to buy new gins. We bespeak for this firm a lively trade for these gins the coming season, and a large increase in their cotton commission busi

LEAF TOBACCO.

What Carsey, Son & Co. Have Accou plished.

The restoration of this important branch of trade marks an era in the commercia istory of Nashville of far greater import ance than any that has occurred since the war, and deserves more than a passing notice. Up to 1861, it was, under the management of Messrs. H. T. Yeatman, A. As an honest, straightforward, fair dealing Hamilton and Johnson, Horne & Co., a source of great profit to the city, and her every interest felt its influence in a greater or less degree. During the warit languished and died, and notwithstanding the fact that several feeble attempts were made to revive it, up to 1872 we had every year to The development of the cotton trade un- witness the humiliating spectacle of thou- THE WHOLESALE BOOK TRADE. ville and other markets, where enterprising merchants were reaping rich profits that belonged to us, but which we lacked the energy to reach forth our hands and

To Messrs. J. M. Carsey, Son & Co. beongs the honor of restoring life to this trade and infusing into it a vigor that romises a long and prosperous career. They undertook the task in the winter of 1872, and in the face of difficulties that would have staggered men of less nerve, they pushed it forward with a zeal and energy that knew no such word as "fail," and their efforts have been crowned with a success most gratifying to every one who feels an interest in the prosperity of our city. Their sales in 1872 amounted to 949 hhds. In 1873, another ware-house was opened, and the sales this year run up to 2,600 hhds., and in 1874, to 5,500 hhds., the January of this year, 1875, they bought the gross sales last year amounting to nearly one million dollars. This rapid increase

shows what a little well directed energy can accomplish. Owing to the extreme short crop of last year, which will probably not exceed onetenth of an average, the receipts this year will be necessarily small; but if the crop of this year should be an average one, we see no reason why Nashville should not handle ten thousand hogsheads or more, in 1876. If the business men of the city will iberally second the efforts of J. M. Carsey, Son & Co., (and they doubtless will, for it is so manifestly to their interest to do so.)

this desirable result can be easily accom-Nashville is the natural market for the tobacco grower of Middle and West Tennessee, and Southern Kentucky. We have facilities for reaching the seaboard markets, not equaled by any other interior pointand the people of the sections named pre-It arose under difficulties and not without fer trading here, because it is more conveopposition. Its membership now embraces | nieut to them, and the liberality of our board of buyers has been demonstrated for three years past, to the entire satisfaction which we speak occupies a place in the of all who have shipped their tobacco front rank of our leading business enter-

We would say to our business men that the importance of the tobacco trade to Nashville cannot be over-estimated. If Middle and West Tennessee, and Southern There is another institution for cou- Kentucky, have to go to Louisville and bacco, it is but natural that they should go to Louisville and other places to buy their goods, and if we would reap the benefits Co., who in the last sixty days have distributed gratuitously one hundred and ers, their object, of course, being to stimulate the business in detail and in general. Our business men must not only work, but must expect to spend some money in this direction, and, if money is not disposed of with a niggardly hand, we may with eason hope that Nashville will become, as t ought, the leading tobacco market of the

THE MANUFACTURE OF FLOUR.

The Jackson Flouring Mills. The Jackson Flouring Mills-situated on ollege Hill, South Market street-were offt by Mr. John J. McCann in 1868. They have since been remodeled and enarged, and are now owned and controlled by Mr. O. F. Noel, a merchant of many in the States of Alabama, Florida, Georgia, means they hoped to come out all right in graduation grain separator, which effectualthe end.

graduation grain separator, which effectuality separates and cleans the grain from FURNITURE MAKING.

The Edgefield and Nashville Mann facturing Company. Incorporated November 12, 1874, with paid up capital of \$100,000, the above named company comes to the front as one of the most prominent of the manufacturing industries of the city. Its stockholders and officers are: E. R. Driver, Presient; J. M. Sharpe, Treasurer; Geo. W. Jenkins, Secretary; Charles Rich, Superintendent of the furniture department; W. K. Miller, in charge of the warerooms. These gentlemen were the incorporators of the company, and we here give an outline. at least, of what they are doing, and what they expect to accomplish in the future. The company is divided into two departments, the first of which, known as the Charles Rich Furniture Company, office and warerooms No. 12 North College street, and factory corner of Summer, Madison and Cherry streets, manufactures every line of furniture, from common to the finest grades. The manufacture of upholstery goods of every description is also carried on, and the making of mattresses is one of the specialties of the business. Of the furniture on hand, too much cannot be said in praise of the superior workmanship displayed, as well as of the beauty of the everal designs. No more elegant goods are displayed in any city of the country, and such radical changes and improve

that it is really a treat to inspect the the company is now building in Edgefield an extensive establishment, exclusively for the manufacture of furniture, to be five stories high and 140x45 feet. The other department, known as the Sutherland Saw and Planing Mill Company, also located in Edgefield, manufactures doors, sash, blinds, frames, molding, flooring, weatherboard-

In addition to supplying the local trade, the company enters into direct competition with the cities of Louisville and Cincinnati, and is taking from these two the trade which of right belongs to Nashville. The gentlemen of the company are not wild or himerical in their hopes or plans, but they are in dead earnest, and have sufficient enthusiasm to warrant success. Careful economy is practiced in every

epartment. Each stockholder is in the service of the company at a moderate salary, and gives his undivided time to the work assigned him, and the result is exactly what might be expected. One of the specialties of the company is the manufacture of school furniture. Recently it equipped the Ninth Ward Schoolhouse and also the Fogg School building of this city, and this school furniture de-

partment promises to become a leading fea-The great bulk of the business of the company is necessarily at wholesale, and its trade now extends throughout Tennessee, Alabama, Georgia, South Carolina, Mississippl, Virginia, and other States, and a ery considerable business is being built up in Indiana. The prospects for a large trade even in Boston and other far Eastern cities is by no means remote. The probapilitles are that very considerable shipments of fine grades of goods will be made to the New England States.

The company will employ from 200 to 250 persons, independent of the large numbers engaged outside when the new factory pleted, and, in extent of detail in either or both departments of its business the Edgefield and Nashville Manufacturing Company will stand second to none South of the Ohio River.

Hunter & Warren.

While there are numerous representatives of the book interest in this city, we believe but one house only confines itself to a jobbing trade. We refer to Messrs. Hunter & Warren. The senior member has been identified with this line of business in Nashville since 1852, when McFerrin & Hunter opened a house on Union street. In 1855 they merged into the Metho-dist Publishing House, and in 1865 resumed business (taking Mr. Warren, the preent partner, into the firm) under the style of McFerrin, Hunter & Co. They continued thus until 1873, when Mr. Mc-Ferrin retired, leaving the firm as above. During these years, or since 1865, they have bought the school-book stock of the Methodist Publishing House, and the entire book store of J. W. McFerrin & Co. In principal part of the school books of Tavel, Eastman & Howell and of W. C. Collier, both these parties having given up the book trade. This process of absorption has re-

surate with the importance of the interest In April, 1873, the firm moved into their present spacious store, No. 2 Burns Block, one door south of the Public Square, where, with increased facilities, a large and varied stock, a long acquaintance with the trade, and close attention to business, they are prepared to give the country trade as good terms as can be obtained in any of the Eastern or Western cities. They are ex-tensively known in Middle and West Tennessee and North Alabama, where the bulk of their trade comes from, and with their increased facilities, must be able to meet all the wants of their customers. Mr. Hunter spends a considerable portion of his time upon the road, visiting old and new customers, and his efforts as a "missionary" are eminently successful. The house of

sulted in building up not only a large

house, but a trade in every way commen

WHOLESALE DRY GOODS.

O'Bryans & Washington-Their Trade. The origin of this extensive wholes de name of Irby Morgan, O'Bryan & Co., who were located at Nos. 7 and 8 Public Square. Upon the 1st of July, 1871, Mr. Morgan rered, and the present firm style was as and help such men as J. M. Carsey, Son & surred, the co-partners being G. G. O'Bryan, J. B. O'Bryan, A. H. Washington, and J. H. Bryan. Mr. Washington died one year ago last September, but his estate still retains its interest in the house, and the firm style remains unchanged. Three years ago a removal was made to the elegant quarters now used, No. 1 City Hotel Block. The ground floor and basement is occupied, and present the form of an exaggerated L, the store being 30x175 feet. The rear pertion is fully 80 feet in width, extending across the alley and in the rear of B. H. Cooke & Co.'s, and the basement is of the same size, excepting that it is di-

The first floor presents an array of do mestic and dress goods, infinite as to variety lost it. There are white goods, embroid- thousand dollars.

for doing business, seem complete. Alabama. This extreme trade has been attracted to Nashville by the house by pursuing a liberal, business-like policy, and it | traveling man, as the greater part of the

"System" seems to be a prominent characteristic of the house of O'Bryans & Washington. Not only is their trade thoroughly systematized, but a complete, accurate history is kept of every transaction with every house to which they sell. This is in the form of transcripts from the ledger, covering all operations for a period transactions, and that's the reason why larity, that is the legitimate outgrowth of of one, two or more years, and so arranged to Front streat. Every convenience exists transactions, and that's the reason why some of the church men that have been inbeing lost, or of redounding less to the report of the course of trade with every its general character and scope of trade ocdulging are debating whether or not they honor of the city in the future than in the sustamer, and we mention the fact simply cuples a prominent place in the ranks of as an illustration.

THE MANUFACTURE OF IRON.

D. Hillman & Sons-The Orly Representatives of this Interest in the

City. Nashville has attained a degree of celebrity from varied causes, and as an iron market it takes rank with many of the leading cities of the country. While neither rolling mills nor blast furnaces are perated immediately in this city, it is, nevertheless, headquarters for an immense iron trade, and the firm of D. Hillman & Sons, although their mills are located elsewhere, come to the front as the iron manuicturers of Nashville. They have an office and salesroom here, and a similar one at St. either here or at the works, as may be Tennessee Charcoal Bloctn and Kenacky Charcoal Iron have long ranked in

the markets of this country as the best to be had for quality and durability. For boilers it is superior to all other irons, as the safest and most lasting; and for all purposes for which it is used gives better results and better satisfaction to consumers than any other that can be obtained. This iron is made only by D. Hillman & Sons, at their several works on the Cumberland River, in this State and Kentucky-that is to say, at the "Tennessee Rolling Works," ments have been made in the appearances the "Empire Iron Works," and the "Trigg and facilities of the ware and salesrooms Centre Furnaces." Mr. D. Hillman, the senior partner in the present firm, engaged in the business in 1845, and the house may be said to have been running for thirty years. Mr. D. Hillman still resides at the works, and gives his personal attention to the manufacture of iron. His customers, during this long period, will bear testimony that no boiler made of this fron has eve been known to explode, and the iron now made is up to Government Standard, and will be so guaranteed. Recently their facilties have been increased for filling plate orders, by the erection of a new 8 feet late Mill and a 10 ton steam hammer. They are now shipping their locomotive and boiler plate to the largest works in Philadelphia and California, and are prepared to supply all demands. They manufacture, also, other grades of iron, and will place to the trade the products of their several works at prices that will compete with any other irons or markets. All this iron, however (and this is a point

worth noting by the trade', is made from harcoal pig metal-no stone-coal, whatever, is used in the furnaces. The warehouse and salesrooms in this reet. Here a full stock is carried, everyning being of the firm's own manufacture. We have alluded to Mr. Hillman, sr., as

and are worthy associates of their father. been well known here for many years as a ladies, and the Christian Advocate. ompt and reliable business man, and can always be found at the house on Market

WHOLESALE TOBACCO, FRUIT

W. B. & R. L. Armistead. The jobbing house of W. B. & R. L. Armistead next comes up for consideration. It was established four years ago by R. L. Armistead, who conducted it alone for one year, when his father became a copartner unef the present firm style. Since

hen no changes have occurred. The trade of the house is quite extensive in its character, being largely confined to three lines: tobacco, fruits and peanuts, and its business is whoily with the jobbers of this and other cities throughout the South, as well as Kentucky and Illinois, and the great majority of the Northern, Eastern and Western States. The firm are also agents for the Madison (Ind.) Starch Works, and also for Dwight's soda, large quantities of both of which articles are sold, and very much of which, although sold by the house, does not pass through its hands at all, orders being filled directly at the factories.

Beginning business as an entirely new nterprise, it has, within the short space of four years, built up a trade extremely gratifying in its results. The firm are agents for the leading tobacco manufacurers of Virginia and Kentucky, and handle all kinds, chiefly plug, while in dried fruits and peanuts they cater to a market as wide as the country itself. In anything pertaining to their business the nouse is prepared to fill any order upon the shortest notice, and the uniform success that has attended its operations is the best guarrantee that can be offered that such orders will be filled expeditiously and well.

The senior member of the firm is one of the old-time merchants of Nashville, having come here from Virginia in 1839. For ten years he was one of the old firm of Yeakman & Armistead, wholesale dealers in cotton, tobacco and groceries, who occupied a building 140 feet front on Market street, running through to Water, and who were among the heaviest houses that did business in Nashville at that time. Except during the war, Mr. Armistead has been almost constantly engaged in trade here for thirty-five years. W. B. & R. L. Armistead are located at Nos. 17 and 19 North Market street, occu-

pying the entire premises. Every floor is illed with goods, and, as we have said, the firm is prepared for trade.

OUR WHOLESALE GROCERS.

Webb, Scoggins & Co., Jobbers of Groceries, Cotton Factors and Commission Merchants.

The wholesale grocery trade of Nashville is represented by numerous houses, lack of space and time for preparation alone preventing our writing something relative to each. Here and there, however, upon our note book we find the name of a prominent house-the one that now conronts us is Webb, Scoggins & Co.

The firm, or the house, has not an extended history. The firm was established one year ago last September as successors o that of Webb, Hughes & Co., which had been in operation about three years, and previous to that Mr. Scoggius was co-partner in the firm of Burgess & Co., whose line of trade was essentially the same as vided by the alley. The main basement is that of the firm of which we speak. The chiefly used for duplicates and the other as | co-partners in the house of Webb, Scoggins salesroom, being in large part stocked & Co. are W. H. Webb, R. C. Webb, L. T. Webb and S. Scregins.

These gentlemen transact not only a general wholesale grocery trade, but their opand presenting in color all of the lines of erations as cotton factors and commission the rainbow. The entire body of the floor | merchants are noteworthy. The consign-(excepting a space reserved for office ments of country produce of all kinds to purposes) is filled with counters, with aisles | them-notably of bacon, corn, wheat, ginrears' standing in our city. The grinding between, and heaped upon these counters seng, dried fruit, and an almost endless apacity of these mills is 400 bbis of floor are fabrics of all kinds. Looms of the old list of similar articles are very large; a large per day, consuming in its manufacture, 2000 | world and new are represented—there are per cent. of these consignments come by time, but which is now selling at much bushels of wheat. The flour (of which shown dainty goods for the favorites of for- boat, and after a river arrival it is by no more decent prices. What a pity it would there are four brands) is not only sold tune and coarser for those who, if born with means uncommon for single sales of the throughout our own State, but very largely a silver spoon in their mouths, have since firm to reach from five hundred to two

Our notes on the growth of the trade of more remote sections, and the reputation nominated notions-indeed, it would be rapidity. While many of the jobbers of town one's eyes can gaze upon even during the to admit diminished sales for 1874 as in most hurried observation. To be brief, the contrast with 1573, the reverse is the case pointments, as regards stock and facilities were decidedly greater. During November, December. January and February last Between seasons, most of the salesmen past the business of the house was at least 25 per cent. greater than for any previous tainly ought to be very encouraging, and doubtless it is.

We believe the firm employs but one usiness of the house seeks it. This trade omes from Tennessee, Kentucky, Alabama, Geogia and Mississippi—is, in fact, as wide reaching as that of the jobbing trade of the ity generally, and the total transactions of the firm to which we allude form an important item in the yearly balance sheet of trade of the city. The firm is located at No. 48 South Market street, the premises extending through

trade of the capital of the State.

OUR PUBLISHING HOUSES ..

the Board, and all the books of the church, The Southern Methodist Publishing Housetogether with religious works in common This institution was located in the city use, bibles, stationery, and almost everyof Nashville by the Conference of the M. thing kept in such a store. The Board has E. Church South, which convened in Co- also published the Gem, a Sabbath-School umbus, Georgia, in 1854. The contro- paper of large circulation, and the "Sunda" ersy in reference to its location was quite | Morning," a valuable and beautiful sheet an animated one. Memphis, Louisville, designed to aid teachers in preparing the St. Louis, Atlanta, Columbus, Prattville lessons. All this work of publishing and Nashville were the contending points | books and papers has been done for years for the prize. The first ballot placed Nash- on presses belonging to other houses in the ville the fifth in the list, Memphis, Louis- city. This was the best that could be done. | the least, annoying, and almost numberles ville, Prattville and Atlanta each receiving | But a change was destined to come. So a large vote. On the second ballot Nash- large and intelligent a body of christians Louis, and orders for iron will be filled ville advanced to third in position, Mem--one that had in fifty years past played so phis and Louisville still in the lead. On important a part in the rise and progress of the third ballot Louisville received the vital religion in the West-was not to be always content to depend on others, howlargest vote, closely followed by Nashville. ever kind they might be, for their printing On the fourth ballot Nashville and Louisand literature. As an auxiliary to the great ville exchanged places, Nashville being in enterprise of establishing a Publishing the front. On the fifth ballot Nashville House, the General Assembly of the Church ordered the Board of Publication, as soon and Louisville each received fifty-three as practicable, to buy and unite all the votes, while it required fifty-nine to elect, papers of the church in one; to be publish-Memphis having received the remainder. ed by the Board for the church. After much negotiation this great object was ac-complished in the fall of 1874, and the On the sixth ballot Nashville received sixty votes and Louisville fifty-seven, and Bonner of Peace of Nashville, Cumberland thus the location was decided in favor of Presbyterian, of St. Louis and Texas, Cum-

The question of the location of the Pub- all united in one paper at Nashville, Tenn. lishing House having been settled in favor This paper—the Cumberland Presbyterion of Nashville, the proper officers at once The union of the offices, purchased property on the Public Square, ses, etc., of these papers thought to be adequate to its wants, and one has given the Board facilities for doing in the autumn of 1854, under the agency all its own work. A building has been been procured and it is now furnished with the f Messrs. Stevenson and Owen, entered active machinery of a steam printing es apon the pleasant task of building up an tablishment. The Weekty, The Gem, Sunnstitution that would prove a blessing day Morning, The Theological Medium, books, tracts, reports, circulars, minutes of not only to the Methodist Church, but to the entire South.

the Agents, Messrs. Stevenson and Owen, nucleus for a large House, which will come with years and better times, and the Churc presented each year to the Annual Confermay well feel a pride in this advance move ences, but we learn that under their ad- ment. It should be well sustained by every ministration the assets of the House steadily | church member and regarded with favor by the whole community. In 1858 Dr. McFerrin was elected the

publishing Agent of the Church and the

successor to Stevenson & Owen, while Rev. Mr. Abbey occupied the position of Financial Secretary. Under their joint management the business capital of the ty are at Nos. 52 and 54 North Market | House regularly advanced, until the commencement of the internecine strife. Under the administration of Dr. McFerrin the several departments of the Publish wing long been connected with the iron | ing House were fitted up in a style worthy roducing trade of the country. His sons of the Church it represented. Although ave also been nurtured in the business, the building was by no means attractive. yet the compositors room, the press room The management of the business of the and stereotype foundry were fitted up after rm in this city is entrusted to Mr. H. N. | the most approved patterns. The House snyder, who, officiating as a representative | was annually sending out large editions of of the firm, is attracting and retaining a the standard works of the Church, besides rade satisfactory in every respect. He has | Sunday School periodicals, a Magazine for During the civil war the business of the House was practically suspended. The street, ready to talk "business" with every | United States Government seized and occupied the building, together with its sev-

not only had these preludices to be overlabor of several years, together with nearly railings, dormer windows, chimney and view to its special adaptability to its proposed brought to Nashville by the Church in the establishment of the turrets for churches, and almost a thousand House, and the increase resulting from the other uses, has met with hearty approval at activity and labor of the years that were the hands of the public, and we accord-The General Conference of 1886 conmay be considered "representative" of this

vened in the city of New Orleans. The as well as other lines of trade. body had not met for eight years. The nation had passed, during this period, Cherry street in 1867, with but a very small through a terrible ordeal, and the institutions of the Church had felt the shock of tion chiefly to tin guttering and jobbing war. Among the many momentous ques- work in the city, under the style of Murray tions that came before the body, there was & Co. They moved to Market street in none of greater importance than that of 1870, the style of the firm being Murray, their pubishing interests. The whole question was referred to an they turned their attention to tin roofing,

able committee composed of one member from each Annual Conference, The condition in which the House had en left by the war rendered it difficult for the committee to reach a decision. At 1871 Mesers, Murray & Regan bought out one time it was proposed to abolish the their partner, Mr. Jones, and under their Publishing House altogether, and to print present firm name have continued business, all books for the Church in New York or which, by close application and untiring Philadelphia. This motion was defeated energy, has increased steadily. The firm by a tie vote, and the continuance of the having given satisfaction in all business Publishing House was agreed to, and Dr. transactions, it was not long before they Redfield elected to the Agency. In entering upon the duties of the office, ors at home and abroad.

Dr. Redfield had much to discourage him. The House had been prostrated by the war, stock of stoves and tinware for the purpose its credit damaged, its business gone, and of entering into the regular jobbing trade. its capital impaired. He appealed, how- In this capacity they soon became well ever, to the Church, and, rallying to his known to the community and support, the House rapidly arose from its immediately became rivals of the leading ruins, each successive year. At the expi- business firms in their line. "Succes ration of the first four years for which he was their watchword, and in the spring of was elected, he reported to the General 1874 their business had increased to such Conference an increase in the capital of the an extent that a removal to more commo-House from \$87,165.70 to \$188,352.45- dious quarters became actually necessary. making a net profit in four years of The firm secured the large and commodion \$101,186.75. At the General Conference storebouse formerly known as the McKenof 1870, Dr. Redfield was re-elected with- zie & Co. warehouse, corner of Bunk alley out opposition. The success of the four and College street, where they still remain. years of his administration indicated that one of the leading houses of the city. Their the te m upon which he entered, after his work can be found on a large number of re-election might be a prosperous one. the most noted buildings, public and pri-Confidence had become fully restored, and vate, in the city, and the firm, by energy, the House was in the midst of a career of economy and a judicious advertising polusefulness and success, when on the night liev have demonstrated what may be accomof the 15th of February, 1872, a fire was plished. Employing the most skillful

discovered in the rear building, which in- workmen, the reputation of the house has volved a loss of about \$25,000. This fire, however embarrassing to the almost superfluous in us to add anything Agent and the Church, resulted in the erec- by way of comment. tion of the present elegant edifice that occupies so comandming a position on the

ablic Souare. We refer to the Southern Methodist Publishing House with a feeling of more than ordinary satisfaction. Next to the Capitol it is the most handsome building in the city. It presents a front of 116 feet, running back 224 feet. It is four stories above ground in front, with an attic, and seven stories high in the rear. The front is built of stone. The house and ground cost \$176,277.81, and including the value of the ground formerly owned by the Church, it makes the Publishing House and ground worth \$220,597.55. The success that has attended the Publishing House during the four years preceeding the General Confer- widely known to the trade than that of ence of 1874 it shown in the following statement of the Book Agent, Dr. Redford, as made to that body:

"By referring to the several Exhibits we kindly with him. Mr. Nelson came here makes, and of the most approved construction and the latest and every known imwill be seen that there has been a regular | been engaged in the general produce trade, improvement in the financial condition of and upon coming to Nashville he formed partnership with another gentleman under the firm name of Nelson & Pfeifer, their

the House since the General Conference of We reported in our Exhibit, after the de- specialty being wholesale groceries. After duction of all liabilities: July 1, 1870.....\$188,352,45 July 1, 1871..... 216,547.55 July 1, 1872..... 229,736.78 July 1, 1873..... 276,117.43 April 1, 1874..... 314,037.11 "This Exhibit shows a difference in favor of the House, for the past four years, of the interests of his partners in the business,

\$125,684,66. "If we turn back eight years and compare its present assets with the assets we found in 1866, we perceive that the increase during this period amounts to \$226,-More than one hundsed hands are con-

made to jobbers or in jobbing lots, and constantly employed in the several departsequently the trade of the house is wholly ments of the House, and the wants, inconfined to the principal towns. The cluding families, of between five and six siness. At the present its business is betneut points from Texas to the Carolinas. ter than at any previous time. We Mr. Nelson is not only a jobber of earn that the orders now on hand cannot liquors, but a rectifyer and distiller as wellbe filled under a month, even if another or- His premises, Nos. 21 and 23 South Market der should not be received. It is patron-ized by the entire Southern Methodist street, are not only abundantly stocked, but are also fitted up with complete rectifying Church, Maryland, Virginia, the Caroapparatus, and at Greenbriaz, Robertson county, in the 5th District, he owns a dislinas, Georgia, Slorida, Alabama, Mississippi, Louisiana, Texas, Arkansas, West Virginia, Kentucky, Missouri, Colorado, Arizona, Montava, California, New Mexillery that has a wide reputation. Here he also is engaged quite largely in feeding cattle, and the details or the different deco, Oregon, and portions of Illinois and partments of his business, to which he ndiana, as well as Tennessee, send for losely attends, leaves little idle time. their supplies of the hymn books, bibles and standard works of Methodism to the Mr. Nelson makes a decided specialty, also, of fruit brandies. His sales of peach Publishing House at Nashville. It conand apple brandy each year is a large businects Nushville with the outside world as ness in itself, and the total transactions of no other institution can do. Its Sunday the house are somewhat in excess of half a School literature, edited by Dr. Haygood, million dollars per year. goes out in all directions, and the Chrisinent business men of Nashville who has tian Advocate, of which Dr. Summers is the editor, is known throughout the counworked with more will and energy toward the upbuilding of the commercial interests of the city than Mr. Neison. He has been

Publishing House of the Cumberland Presbyterians.

The Cumberland Presbyterians have for relation of cause to effect. Trusting nothmany years past, under the direction of ing to luck, but everything to judgment their General Assembly, been concentrat-out his own success, and now, as for years, ing their publishing operations in Nash- stands as one of the representative men ville. Their Board of Publication and chants of the city and of the South.

book-store is at No. 41 Union street. This MANUFACTURING OPERATIONS AT THE PENITENTIARY.

By reason of the location of the State

What Messrs. Cherry, O'Connor & Co., the Lessees, are Doing.

store has supplied the books published by

The officers of this establishment are

GALVANIZED IBON WORK.

became extensively known among contract-

In 1871 they added extensively to their

WHOLESALE LIQUORS.

Nelsog.

a year and a half the firm of Nelson &

Pfeifer was succeeded by that of Chas.

Nelson & Co., who, in 1865, relinquished

the wholesale grocery trade and turned

heir entire attention to liquors, the jobbing

of which had always been a prominent

In the fall of 1868 Mr. Nelson purchased

and since then has conducted it alone.

Under his exclusive management the op-

erations of the house have been largely in-

creased, and now there is no house in the

South that has a more general trade in the

We cannot call to mind one of the prom-

successful in his ventures, too, but that

outhern country than this. All sales are

ecialty of the house.

Medium and Sunday Morning.

Tinware.

Penitentiary at Nashville a large amount of labor is at the disposal of the State. Here, as in most other States, this labor is leased to contractors, whose interest, naturally enough, prompts them to so direct that labor as to make it a source of profit. Certain difficulties and obstacles, however, present themselves in connection with lrection of convict labor that are, to say contingencies are constantly arising. To illustrate: The contractors assume to be responsible to the State for the compulsory services of the convicts. Few of thes onvicts are, at the time of their entrance into the prison, adepts in any branch of skilled labor. Some are mere boys, others decrepit men, and yet employment of some kind is to be found for all who are physically capable of labor. They are put into the shops and apprenticed to some department; for a considerable time their services are actually valueless, but and contractors must not only teach them to work, but at the same time pay the State the same for the novitiate as for the workman who is thoroughly skilled. And here a contingency arises, that while it may be a capital thing for the convict can scarcely be said eriand Presbyterian, of Tehnacana, were to be so for the lessees. Facts abundantly prove that those who become skilled and valuable workmen rarely serve their time; the contractor suddenly finds one, two or a dozen of his best workmen leaving without warning, and he has no recourse Sometimes nearly an entire department of some of the shops will be summarily closed, and, as a result, the lessees rarely find the ontract" so "soft" a thing as the publicat-large imagines. This is but one of the many annoyances and uncertainties experienced, and which no ferethought can Presbyteries and Synods, cards, hand-bills, guard against. The present lessees of the convict labor

printed bill-heads, etc., are now daily turned of the State are Messrs. W. H. Cherry, Thos. O'Connor and W. Y. C. Humes, off from this establishment. This is a under the firm style of Cherry, O'Connor & Co. Gen. Humes is a practicing attorney at Memphis and consequent'y gives affairs no personal attention, but is represented here by his brother, A. R. Humes, a very efficient gentleman, who has charge of the prison office. Messrs. Cherry and O'Con-Board of Publication-Rev. W. E. Ward nor reside here, Mr. Cherry taking charge of the office, while Mr. O'Connor devotes D. D., President; Wm. Porter, John Friz most of his time at the prison to personal sell, John M. Caut and W. C. Smith. Rev T. C. Blake, D. D., General Manager and Agent; Rev. J. R. Brown, D. D., editor of superintendance of the details of manufacturing. These gentlemen have been lesthe Cumberland Presbyterian; Rev. M. B. De Witt, book editor and editor of Gem, sees since Dec. 1871, and their contract with the State will expire Dec. 1, 1876. Within the prison walls are carried for-

ward quite a number of lines of manufacturing industry, perhaps the manufacture of wagons, carts and wheelbarrows being the leading single items. Stoves and hollow ware are also prominent, some plows are Murray & Regan as Manufacturers of made, and considerable attention is paid to Cornice and of Tin, Copper and the manufacture of furniture. Of wagons, Sheet Iron, and Bealers in Stoves and the number turned out per year will doubtless approximate from twelve to fifteen hundred, and from a personal inspection of It has been only of comparatively late ears that the manufacture of galvanized | a number of the vehicles made by Cherry, iron work acquired any prominence what- | O'Connor & Co., we must candidly admit ever. Foolish prejudices existed against the use of iron for building purposes, and that they are fully equal to and in many cases superior to similar products of the most renowned establishments of the couneral departments. At the close of the war, come but many and needed improvements | try. The same care in all the details atwhen Dr. McFerrin returned home, he were lacking. The introduction of galvanfound almost everything swept away; the ized iron in the construction of cornice, the material used is all selected with a Prof. Goodman, the penman, has an estab

> the best class. The same remark will apply to the other articles made by the firm, and their reputaingly make some mention of a firm that | tion for good goods extends throughout all of the country. Perhaps the principal market for the penitentiary wares is found in Murray & Regan began business on South Georgia, Tennessee, South Carolina, Alabama, Mississippi and Kentucky, and withcapital. They there devoted their attenin this territory a large trade is controlled. The productions (in their aggregate value)

> are about the same each year The sales are made at wholesale, the lessees ignoring retail buyers almost altogether, at all events, no effort is made to ones & Co., and, with improved prospects, sell directly to consumers, and in this respect, as in others, Messrs. Cherry, O'Congalvanized iron comice work, cooking and nor & Co. are upon the same level with the eating stoves, tinware, etc., as well as to a Jobbing business in the country, and they other principal manufacturers of the country. The business they control is one of met with very good encouragement. In so fairly carried out their contract with the State—they have so materially prospered the reputation of the prison-made articles, that they deserve commendation for their

proved a "bonanza" as yet, however, and, in conclusion, we can only hope that their fondest expectations of 1871 may yet be more than realized.

TURING COMPANY. A Brilliant Success. resenting the largest monied interests in Middle Tennesse. Mr. Morgan was chosen President, Mr. W. B. Taber, a manufacturer of large ex-

been fixed throughout the State, and it is In stock a very wide range of goods is carried. Marbelized iron mantels are quite a specialty, and so are heating furnaces and cooking ranges of all of the improved patterns, and, in brief, Murray & Regan can come before the public as "masters of the situation," prepared to fill any and every The Large Establishment of Charles Among the wholesale liquor dealers and distillers of the South, few names are more | admiration of mill owners and calls forth Chas. Nelson. He has been an active worker in building up this department of to the extent of 150 looms and 7,500 spindies was immediately ordered and received trade in Nashville, and Fortune has dealt comprising both English and American

With a paid in capital of over \$300,000, operations were begun before the 1st of January, 1872, with the then supply of machinery, manufacturing standard sheetings, drills and shirtings, with the intention of making also bed ticks and plain osnaburgs or checks. The products of the mill were most favorably received by the jobbing trade, and took front rank among the various brands of cotton goods manufactured

on the continant. The power is furnished by two engines of two hundred horse power each, driving

In October, 1872, Mr. Morgan retired from the Presidency of the Board and was succeeded by Mr. James Whitworth, who has since remained at the head of the company. Under his energetic management and control, the company have purchased wholesale merchants of Nashville are large and paid for their contemplated comple- Campbell was the founder of the business ment of machinery, and now has in suc- as long ago as 1835, his place of business cessful operation 13,820 spindles and 400 | then being upon the Public Square. Mr. ooms, making a style of heavy brown cot- Campbell was succeeded by the firm of tons unsurpassed and being sold and con- Campbell & Donlman, and in 1856 Mr. G. mmed over an area reaching from the W. Donigan assumed entire control, con-Rocky Mountains to the Alleghanies, with | tinuing the business until February, 1864. their popularily waxing and growing upon | when Mesars. Gates & Pohlman purchase the trade to such an extent, that they are it. Both of these gentlemen had then now unable to satisfy the demand made for been identified with the house for several heir popular styles-which are known to | years, Mr. W. T. Gates since March, 1854,

ahirting weighing......3.35

retary and Treasurer, Mr. Plunkett, who for the past eighteen years, was succeeded by the present incumbent. children, and thus giving a support to a pied by the house for more than a quarte great number of families who look to this of a century. The premise are frequently thirds time adopted by a great many mill- display is made of the more elegant classe success has arisen from a perception of the the blue times of the late panie and the establishment stands as a first class one more recent trying times for manufacturers. | every respect, an ornament to the city

from \$2,000 to \$3,000 per week, distribut an average of \$1 per hand per day. The production of the mill now, out of thirteen bales of cotton daily, reaches an aggregate of 17,000 yards of cloth, which is expected to reach 26,000 yards with some resent hindrances removed. The mill is low in full operation, and it is expected to demonstrate to the Southern people, as have other similar enterprises, that their true safety is in fostering and encouraging their

home industries and developments. The management of the affairs of the company is entrusted to the following Board: James Whitworth, R. H. Gardner, W. W. Berry, Michael Burns, K. J. Merris, Samuel Prichitt, W. H. Evans, A. G. Adams and Hugh Douglas, with James Whitworth, President; George M. Goodwin, Secretary and Treasurer; W. B. Taber,

EDUCATIONAL MATTERS.

The Nashville Businers Cellege and Telegraph Institute.

The Nashville business College was enablished in 1865, by Prof. Earhart, and oon afterward was admitted into the great international Association of Rusiness Col. eges, in which it still maintains a high standing. Prof. Earhart, an accomplished gentleman, conducted the Collège for saveral years with good success, and won for it a deserved reputation, and large patronage. In 1874, death terminated his efforts, and the College went into the hands of Profs. Toney & Sutton, of the Cumberland Unirersity Business College, gentlemen theroughly qualified for their position, and who by their untiring efforts and energies, have on the respect and confidence of this bus-

In order to increase the advantages and facilities, the Cumberland University Susiness College and Telegraph Institute of Lebanon, Tenn., have been combined with the above named institution in this city, thus constituting Colleges unsurpassed by any in the land. These Colleges are entrally located—the Business College on the corner of Church and Summer streets, near the Maxwell House, in one of the mst substitutial business blocks in the city; the Telegraph Institute at No. 5 N. Cherry street. The rooms are large and conven ient, cheerful and pleasant, well ventilated

and lighted, and easy of access. As a city, Nashville has a world-wide eputation. It is a great business centre, and is rapidly advancing in wealth and 000 inhabitants. Every branch of business is carried forward within its limits, giving tudents frequent opportunities for ble positions, as also for studying the various modes of business enterprise open to young men. The design of these Institutions is to prepare young men for whatever callings may open, or duties may come to them, and while the instruction is special and has reference to certain positions and fields of labor, the entire course of training is calculated to strengthen the mind, and give a broad and substantial culture. The course of study in these Colleges is

complete, thorough and practical. usiness course consists of single and double entry book-keeping upon the latest and best plan, commercial laws, business ing every form of business paper in use, eaching. Telegraphy is taught by sound. The teachers in this department are of the best operators in the United States, having had years of experience on regular lines. ing neither labor nor expense in fulfilling every promise, and in making their institu-

The proprietors of these schools are spartions first-class, and as an evidence of the high standing and merits of these colleges we refer to the liberal patronage which they are receiving from the city and throughout the South. This branch of education is rapidly main

ing ground in the Southern States. The commercial world is calling for honest and thoroughly qualified business men. Young men of classical educations find that their training, in many instances, is inadequate to the demands of real life, and since we great importance to the city, and they have | can now boast a Business College in Nashville equaling those of the North, it is to be hoped our business men will no longer send their sons away, but rather try home institutions, where as thorough instruction is imparted as upon the Hudson or elsewhere, and at a much less expense

We have no idea that the contract has

THE TENNESSEE MANUFAC-

The Tennessee Manufacturing Company was organized under the provisions of its charter on the 20th of September, 1869, by. changes in firm style have occurred in that the election of a Board of Directors composed of Messrs. Sam'l D. Morgan, A. G. Adams, James Whitworth, R. H. Gardner Thos. Plater, Michael Burns, W. D. Tal-box, Sam'l Prichitt and K. J. Morris—rep-

perience, Superintendent, and Mr. James Plunkett, Secretary and Treasurer. With such combined financial backbone and brains the work of construction was rapidly carried forward to completion. Contracts were entered into and Jan. 1, 1870, work was inaugurated upon this large and most important enterprise yet successfully operated in the State. Under the immediate supervision of Mr. Morgan with the assistance of Messrs Whitworth, Gardner and Adams, as an Executive Committee, a mill building was presented to the stockholders on Aug. 3, 1871, nearly if not complete, four stories high with large and commodious basement and all necessary rear buildings, capable of accommodating the necessary preparatory, and finishing machinery to operate 13,820 spindles and 400 looms, and which for its substantial construction and convenience challenges the the pride of those interested. Machinery

wheels eighteen feet in diameter. There is also machinery suitable for yarn from Nos. 14 to 20.

Nashville 4-4 sheeting weighing 2.85 named gentleman is a practical watch-

pany suffered the loss of their efficient Sec- who have been connected with the house

The pay roll of the company amounts to has sustained it so long and so well.

WHOLESALE LIQUORS.

The Jobbing House of B. At the corner of Church and College

streets, in close proximity to the UNION AND AMERICAN office, is located the above named jobbing house-one that has been in existence for twenty years or more, and that has had a busy career. Some time, Mr. Woods first becoming connected with the house about ten years ago, under the firm style of R. B. Cheatham & Co. For some time past the firm has been Cheatham & Woods, but upon the dissolution of that copartnership, the 1st of January, this year, the present firm style was

Until two years ago the house had largely dealt in groceries in connection with liquors; indeed, we are not sure but that groceries were the leading feature; since then, however, staple groceries have been al andoned, and entire attention has been given to liquors, wines, tobaccos and canned goods. The wine trade has especially increased

The trade of the house is largely within the same area as is that of our jobbers in dry goods, drugs, bardware, groceries, etc., that is, throughout this State and those to the South, with some in Southern Kentucky, and, although two traveling salesmen are employed, a very large per cent. of the business done seeks the house direct. Its two score years of business has made it lown, and its friends are by no means few. Under the new order of things Mr. Woods takes entire charge of the business. ie, by the way, is a native of Nashville, and before the war, though making his ome here, was a sugar planter in Louisima. We believe he had not been actively ngaged in mercantile pursuits until beoming one of the firm of R. B. Cheatham

The house whose fortunes he controls by ght takes place with our prominent jobog interests. It has created for lizelf a ood record during the past; in common th our other prominent jobbing houses, has attracted and retained to Nashville a rade that has had a stimulating effect upon very business enterprise of the city, and be future historian of Nashville's progress will be at no loss in assigning it, as we do, prominent place as one of the conservaters of the city's trade.

THE JEWELRY TRADE.

The Old-Established House of Cates & Pohlman. The above named firm are widely known

as among the leading jewelers of the South. Their house has been so long established, too, that we are glad of this opportunity to comment upon it. Mr. John and Mr. Pohlman since 1868. The first maker and jeweler, and as Mr. Pohlman Rock City 4-4 sheeting weighing 3.35 | ly all of his life we might be justified in " shirting weighing4.25 calling him a practical jeweler, too. The On the 31st of January, 1874, the com-

Messrs, Gates & Pobliman's location, cor-In operating the machinery, employment | ner of College and Union streets, is in the s given to 400 persons, largely women and | very heart of the city, and has been occu branch of industry for bread and clothing. rejuvenated, however, and now are as at The company declined to adopt the two- tractive as could be wished. A very fine owners throughout the country, and, al- of goods, in gold, precious stones and soli though at a loss, continued to run full silver-nothing apparently emitted from th time, with no reduction of wages, during | stock that will fascinate the eye, and t